



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN LOUISIANA

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in LOUISIANA (Fiscal Year 1999 thru 2003)

Companies Supported:	116
Communities Supported:	48
Value of Exports Supported:	\$682.8 million
Value of Exports Supported - FY 2003:	\$269.9 million

EXPORT-IMPORT BANK *of the* UNITED STATES

Southwest Regional Office

Alabama, Texas, Oklahoma, Louisiana, Mississippi,
Arkansas, Tennessee, Colorado, New Mexico

281.721.0465 • www.exim.gov

March 2004

Ex-Im BANK SUCCESS STORIES

Almond Brothers, a family-owned lumber mill in a Louisiana Enterprise Zone, increased its workforce from 65 to 89 people since it began using Ex-Im Bank's working capital guarantee program in 1997. Exports have grown as a share of the company's business from 5 percent in 1991 to 90 percent in 1999, and it sells to 213 companies in more than 20 countries, including **Belgium** and **Greece**. William R. Almond, one of the owners, said: "The Ex-Im Bank guaranteed working capital line of credit has allowed us to look at new markets, actively seek new customers, increase our source of supply, and better manage our inventory."

Albert-Garaudy & Associates, Inc. of **Metairie, Louisiana**, has an Ex-Im Bank working capital line of credit from BankOne, as well as Ex-Im Bank insurance to help the company sell its engineering services in **sub-Saharan Africa**.

Reliable Industries, Inc. of **Metairie, Louisiana**, has used Ex-Im Bank working capital guarantees and insurance to support its exports of equipment and services.

Gulf Cranes Services, Inc., of **Covington, Louisiana**, would not have risked selling \$3 million worth of cranes to Mexico unless it could insure its receivables. An Ex-Im Bank small business insurance policy gave the company the protection it needed to seize an opportunity and open the door to the **Mexican** market. "The policy helps small businesses expand into foreign markets without having to shoulder the total risk in every way," Charles L. Bollinger, Jr., the company's owner said. "If it hadn't been for Ex-Im Bank, I probably wouldn't have done it."

Summit Power Equipment of **Kenner, Louisiana**, increased its customer base by more than 60 percent and doubled its workforce after just two years of using Ex-Im Bank working capital guarantees to export industrial equipment to **Central America**.

More than 10 **Baton Rouge** area companies, including **Air and Process, Ford-Gelatt & Associates, Louisiana Heat Exchangers, Moody-Price Inc., and Bellevue Engineering & Construction**, benefited from a single Ex-Im Bank loan guarantee which allowed them to provide design and construction services for a polystyrene plant in **Turkey**.